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## CIPS Procurement and Supply in Practice Sample Questions (Q109-Q114):

### NEW QUESTION # 109

What are advantages and disadvantages of the two types of specifications?

#### Answer:

##### Explanation:

Once the need is understood, the procurement professional develops the specifications while working together with stakeholders and colleagues to ensure that the final design is fit for purposes that it meets the generated need.

Specification can be focus on performance or conformance.

Performance specification states what the product or service must do or how it should perform but leave the supplier the freedom to achieve this, however they wish.

Performance specification brings the following advantages; it allows supplier innovation, promote competition in the market place, shorter document, quick to prepare. The disadvantage of performance specification is that buyers may not know exactly what they will be getting.

Conformance specification gives clear instructions to the supplier about what is required and how it should be achieved. Examples of conformance specifications are chemical formulae, recipes and technical drawings. Conformance specification specifies which standards a requirement must meet or exceed. The advantage of using it is; buyers know exactly what they will get. It has the following disadvantages; the buyer bears the risk, it does not encourage supplier to innovate, take longer and complex documentation.

### NEW QUESTION # 110

Create a list of assets of a company with which you're familiar and divide them into standard and bespoke categorizing.

#### Answer:

##### Explanation:

Name of company: Full power projects

Business: Project management training and consultancy

If an organization is sourcing an asset that is readily available or mass produced then the cost associated with the design and manufacturing will be lower percentage of the total cost than if an organization commissions a bespoke piece of equipment to be designed and manufactured.

The following are a list of assets owned by fullpower projects.

Standard/off the shelf (Mass produced)

Projector from a shop-displayed files and document jackets from market

Desks and furniture

Bespoke/specialist - white board and marker

With extra, e.g. made with company color

Giff/ sovereign (bags and T. shirt) with coup any label, color and design Refer to the question column for response

### NEW QUESTION # 111

Describe three types of fraud that could occur within the supply chain of an organization with which you are familiar.

#### Answer:

##### Explanation:

Fraud occurs when a person acts deliberately to secure monies from another party through dishonest method. Within the supply chain of an organization, fraud can represent itself in the following ways:

1. Kickbacks: e.g. (commission given to a bribe taker for service perform)
2. Corrupt influence (e.g ordering more than what is required)
3. Collusion: (group of suppliers working together to submit multiple bids and split profit.
4. Bid Rigging (a contract is informally agreed with a chosen supplier prior to the official process)
5. invoicing fraud
6. Substitution (submitting products that are below the required quality)
7. False claims (files false document)

##### Case Study

A series of news stories reporting events such as the collapse of the Rana Plaza building in 2013 have drawn attention to the poor

conditions in garment factories across India and South East Asia. Human rights groups have long been critical of the excessive hours and poor wages workers are forced to endure, as well as the abuse they receive from supervisors. With consumers becoming increasingly aware of these conditions, more pressure is being put on global brands and retailers to ensure their supply chains are fair and ethical.

Certain areas have been notorious for the mistreatment of workers. In India's 'textile valley', young women are bound into contracts where they work for two to three years, in exchange for a lump sum of money that they can then put towards a dowry. This is known as the 'Sumangali [a married woman] Thittam' scheme. These women are forced to live in hostels under restrictions that prevent them from moving, and are denied the opportunity to improve their living conditions. Retailers including Walmart and H&M are known to source garments from factories in the 'textile valley'.

Reports by organizations including the Asia Floor Wage Alliance (AFWA), Central Combodia, Global Labor Justice, Sedane Labour Resource Centre (LIPS) Indonesia, and Society for Labour and Development (SLD) India have exposed unethically run factories that supply garments to H&M, Gap and Walmart. However, retailers will continue to benefit from expensive labour until mounting customer pressure causes them to change.

#### **NEW QUESTION # 112**

Which products or services should not be considered for outsourcing, according to Carter's out-sourcing matrix

**Answer:**

Explanation:

Carter's outsource matrix is a useful tool that procurement professionals use to decide which products or services have a high or low contribution to the organization's operation performance and its strategic importance.

The matrix segments products/services into four quadrants. These are Eliminate, outsource, strategic alliance and retain.

According to Carter's outsource matrix, all product/services that have a high strategic importance should not be outsourced. They should rather be retained in-house or carefully choose suitable suppliers and go into strategic alliance.

#### **NEW QUESTION # 113**

Which contract term contains details of when a product or service should be delivered and explained the potential loss of business?

**Answer:**

Explanation:

Contract terms are the rights and duties agreed between parties with which are then documented in contract. Terms can be either implied or expressed.

Implied terms are always present in a contract and are set by national laws; like the sales of goods act, whereas express terms are negotiated and created, for example; time is of the essence. When the procurement professional is setting key performance indicators, where which the supplier's performance will be monitored and managed, the KPI is expected to be SMART. The SMART is an acronym that is used to set KPI and specification. It means:

Specific  
Measurable  
Achievable  
Relevant  
Time bound

#### **NEW QUESTION # 114**

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